

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-03 H-01 INR-07 L-02

NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06 OMB-01

MC-02 EB-07 TRSE-00 /063 W
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R 051330Z MAR 75

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 7320

INFO AMEMBASSY ISLAMABAD

C O N F I D E N T I A L NEW DELHI 3104

E.O. 11652: GDS

TAGS: PFOR, PINT, MASS, IN, US

SUBJECT: INDIAN INTEREST IN U.S. ARMS

REF: STATE 048311

1. REFTEL'S DESCRIPTION OF THE CURRENT STATUS OF INDIAN INTEREST IN U.S. LETHAL MILITARY EQUIPMENT IS CORRECT. WE CONTINUE TO HEAR INQUIRIES FROM PRIVATE INDIAN AND AMERICAN ENTREPRENEURS WHO ARE INTERESTED IN SELLING TO INDIA ALMOST ANYTHING THE U.S. MANUFACTURES. SOME OF THESE ARE WELL-CONNECTED WITH SENIOR INDIAN MILITARY LEVELS AND CLAIM--PROBABLY WITH SOME JUSTIFICATION--THAT THERE IS CONSIDERABLE INTEREST AMONG THE INDIAN MILITARY IN U.S. EQUIPMENT. OVER THE YEARS, FEELERS INITIATED ON THIS BASIS HAVE NEVER BEEN ABSENT AND WE EXPECT WILL BE REINVIGORATED BY OUR RECENT ARMS DECISION. BUT WE GET NO INDICATION FROM OUR OWN CONTACTS, NOR SO WE OURSELVES EXPECT THAT THERE WILL IN THE NEAR FUTURE BE THE KIND OF HIGH-LEVEL POLITICAL DECISION WHICH WOULD BE NECESSARY BEFORE THE GOI PURCHASED SIGNIFICANT AMOUNTS OF NEW TYPES OF U.S. MILITARY EQUIPMENT. THAT COULD HAVE COME LATER.

2. THE ITT MANAGING DIRECTOR IN INDIA HAS TOLD US HE HAS RECEIVED DIRECT FEELERS FROM SOME OFFICIALS IN THE MINISTRY OF DEFENSE FOR SOME OF ITT'S ELECTRONIC COUNTER MEASURES EQUIPMENT. A
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VISITING LOCKHEED VICE-PRESIDENT (MINGRONE) CLAIMED THIS WEEK

THAT HE THOUGHT THE GOI WAS STILL ACTIVELY INTERESTED IN BOTH THE C-130 AND THE P-3 AND ASKED WHAT U.S. POLICY WOULD BE ON SUPPLIES. WE EMPHASIZED THAT REQUESTS FOR ARMS SALES WOULD BE HANDLED ON A CASE-BY-CASE BASIS IN WASHINGTON. WE SAID WE COULD OFFER NO GUIDANCE ON A PROSPECTIVE DECISION ON EITHER ITEM BUT HE WAS FREE TO DISCUSS A CONTINUING INDIAN INTEREST ON A "NO COMMITMENT" BASIS AND TO PURSUE THE SUBJECT IN WASHINGTON. WE WILL TAKE A SIMILAR POSITION ON ALL SUCH QUERIES WE RECEIVE EXCEPT THOSE WHICH WE MAY GET DIRECTLY FROM THE GOI WHICH WILL, OF COURSE, BE HANDLED AS IN THE PAST BY ODRI BUT THROUGH STATE CHANNELS FOR ANY LETHAL EQUIPMENT.

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Message Attributes

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